A3940-1.2-U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 6 September 1991

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Fairmont State College
Franklin & Marshall College
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
Howard University
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Thomas Jefferson University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College
William Paterson College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 5, 1991 through August 9, 1991) and cumulatively (September 1, 1990, and August 9, 1991). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/91 THROUGH 8/9/91

CUMULATIVE PERIOD 9/1/91 THROUGH 8/9/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	72	834	$26071	$26777	$29000	$27500	$20000	272	3608	$27445	$26642	$32000	$28000	$22000
BUSINESS ADMIN (INCL MGMT	28	572	23997	24700	32000	23855	18000	132	1538	24468	24019	31500	25000	16800
DISTRIBUTION MANAGEMENT	4	10	26012	26335	*	*	*	7	28	28422	27081	*	*	*
ECONOM & FINANCE (BANKING	41	482	26107	25575	31000	27000	21023	116	1720	26246	25819	32000	26110	21000
HOTEL/RESTAURANT MGMT.	+	31	+	21577				12	149	23208	21220	*	*	*
HUMAN RSRCS (incl LABOR R	4	31	20858	23052	*	*	*	7	124	22633	23812	*	*	*
MANAGEMENT INFO SYSTEMS	11	97	26664	27656	*	*	*	22	419	27614	28237	34000	28500	22000
MARKETING/MARK MGMT (RESR	21	393	21983	23330	25200	20800	18000	76	1473	24637	23713	30000	25000	18000
REAL ESTATE	+	5	+	23000				+	12	+	21693			
COMMUNICATIONS														
ADVERTISING	+	38	+	20985				2	89	23353	21490	*	*	*
COMMUNICATIONS	6	116	19400	21495	*	*	*	13	309	20586	21852	*	*	*
JOURNALISM	1	44	20800	18031	*	*	*	4	147	19850	19821	*	*	*
TELECOMMUN/BROADCASTING	+	19	+	19400				6	71	21133	22321	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	8	238	24338	18733	*	*	*	26	511	20328	19439	24000	22000	12000
PRE-ELEMENTARY EDUCATION	2	11	17000	17063	*	*	*	14	41	12970	16724	*	*	*
PHYSICAL EDUCATION	+	17	+	21540				+	46	+	20137			
SPECIAL EDUCATION	1	41	20000	20454	*	*	*	18	91	22637	21536	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	5	+	17762				+	32	+	20628			
TEXTILES & CLOTHING	1	33	24000	20269	*	*	*	11	115	23455	20940	*	*	*
MERCHANDISING MANAGEMENT	1	5	21000	20532	*	*	*	4	49	21000	20967	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	4	33	24078	21405	*	*	*	11	69	22178	21526	*	*	*
LETTERS (incl English, Li	6	97	21617	22444	*	*	*	17	208	21571	21937	*	*	*
VISUAL & PERFORMING ARTS	+	42	+	20315				5	105	20128	19913	*	*	*
HUMANITIES - OTHER	5	39	21060	25081	*	*	*	12	119	22250	23567	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	1	20	30040	24446	*	*	*	9	78	24227	22280	*	*	*
HISTORY	7	48	22286	23408	*	*	*	14	116	22036	23441	*	*	*
POLITICAL SCIENCE/GOVT	13	87	24082	23537	*	*	*	19	218	23746	23252	*	*	*
PSYCHOLOGY	13	81	21162	20519	*	*	*	37	232	21324	20541	31512	20000	13000
SOCIOLOGY	8	31	21421	21065	*	*	*	14	94	20826	20431	*	*	*
SOCIAL SCIENCES-OTHER	5	50	20596	20966	*	*	*	21	177	20052	21375	25000	19000	16180
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	45	+	31302				5	168	27567	30667	*	*	*
AGRICULTURAL	+	6	+	26161				1	45	23270	30249	*	*	*
ARCHITECTURAL	+	17	+	28049				1	67	36000	30396	*	*	*
BIOENGINEERING & BIOMEDIC	+	2	+	34100				+	11	+	30391			
CHEMICAL	28	303	38868	37989	40600	38550	36500	152	1655	37232	37492	40020	37500	35000
CIVIL	12	257	31200	29634	*	*	*	46	1086	29152	29658	33000	29600	25000
COMPUTER	3	42	32433	31860	*	*	*	34	243	33543	32280	36960	34500	29000
ELECTRICAL/ELECTRONIC	32	501	33649	33191	36000	34000	30492	127	2141	32561	33190	36900	33500	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/91 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	5	+	$25317				+	11	+	$27317			
INDUSTRIAL	8	131	$31788	31597	*	*	*	37	545	$31917	32131	$35004	$32220	$27900
MECHANICAL	30	538	33009	33971	$38000	$33900	$28000	147	2431	33673	33999	37500	34000	30000
METALLURGICAL	+	26	+	32810				18	177	32803	33314	*	*	*
MINING (INCL GEOLOGICAL)	2	29	33030	32126	*	*	*	4	77	31515	31738	*	*	*
NUCLEAR	1	12	35380	31699	*	*	*	1	33	35380	32175	*	*	*
PETROLEUM	1	17	40500	37924	*	*	*	8	198	39373	38882	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	2	174	35500	30513	*	*	*	31	354	25488	30098	35000	23400	18000
INDUSTRIAL TECHNOLOGY	+	41	+	28197				+	76	+	28403			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	36	+	24387				2	110	25500	23552	*		*
ANIMAL SCIENCES	+	9	+	19578				+	38	+	21851			
PLANT SCIENCES	+	9	+	23659				+	24	+	21459			
NATURAL RESOURCES	+	8	+	22472				3	20	22000	21342	*	*	*
OTHER AGRICULTURAL SCIENC	+	18	+	22742				+	55	+	23694			
COMPUTER SCIENCE														
COMPUTER SCIENCE	25	331	30717	30732	33500	30002	27332	131	1093	30951	30696	36000	32000	25500
COMPUTER PROGRAMMING	+	6	+	26500				2	41	27500	27111	*	*	*
INFORMATION SCIENCES & SY	5	22	24845	28066	*	*	*	41	222	30141	29218	34800	31000	24000
SYSTEMS ANALYSIS	1	9	26000	27599	*	*	*	1	17	26000	27521	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	22	+	27957				98	177	30553	29443	37800	30000	24000
HEALTH SCIENCES	2	9	30000	26056	*	*	*	7	50	24357	21861	*	*	*
NURSING	6	142	33796	27476	*	*	*	164	392	32699	29596	38000	31000	30000
PHARMACY	+	68	+	39611				3	124	42400	39533	*	*	*
SCIENCES														
ACTUARIAL	2	10	26475	29008	*	*	*	2	36	26475	31392	*	*	*
ARCHITECTURAL & ENVIRONME	+	11	+	23464				+	29	+	26017			
BIOLOGICAL	4	29	23750	22887	*	*	*	8	90	20118	21917	*	*	*
CHEMISTRY	3	24	29333	25927	*	*	*	18	104	26359	26836	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	6	+	28837				2	33	25825	28463	*	*	*
MATHEMATICS	6	87	28874	26238	*	*	*	30	249	28258	27370	33300	30000	21023
PHYSICS	3	29	25648	29732	*	*	*	9	50	27251	29227	*	*	*
OTHER PHYSICAL & EARTH SC	+	9	+	23406				2	16	30520	24140	*	*	*
POLYMER SCIENCE	+	+	+	+				+	3	+	34367			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	439	6590						2036	24279					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	56	653	$26579	$27522	$29000	$28000	$22000	212	2697	$28130	$27246	$32100	$28000	$24000
ACCOUNTING (PRIVATE)	13	226	24699	24600	*	*	*	59	1001	24727	25049	30000	25000	18000
COMMERCIAL BANKING (CNSMR	3	58	25736	23217	*	*	*	10	165	23721	22408	*	*	*
COMMERCIAL BANKING (LENDG	5	65	29400	23338	*	*	*	10	202	25760	23638	*	*	*
INVESTMT BANKING (CORP FN	1	25	23000	29594	*	*	*	2	68	25000	29245	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	24980				+	8	+	28493			
INVESTMT BANKG (REAL EST)	1	6	21000	23107	*	*	*	2	12	18000	22428	*	*	*
INVESTMT BANKG (SALES & T	5	20	24906	23612	*	*	*	6	46	23555	24270	*	*	*
FINANCIAL/TREASURY ANALYS	10	140	25722	26439	*	*	*	43	544	25618	27184	30000	26000	21000
PORTFOLIO MGMT/BROKERAGE	2	15	20400	23987	*	*	*	7	65	28743	24872	*	*	*
UNDERWRITING	7	61	26000	25246	*	*	*	18	200	27238	24681	*	*	*
INSURANCE - CLAIMS	4	66	32128	23773	*	*	*	10	179	26623	23149	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	22	+	21951				1	54	19200	21100	*	*	*
MEDIA PLANNING	+	13	+	22155				2	30	22000	21065	*	*	*
REPORTING	2	10	18500	15600	*	*	*	2	32	18500	17540	*	*	*
PRODUCTION	+	43	+	29100				5	98	22980	26403	*	*	*
PUBLIC RELATIONS	4	32	20050	21669	*	*	*	6	86	18906	20912	*	*	*
WRITING / EDITING	1	25	15000	20773	*	*	*	4	63	21900	20711	*	*	*
MARKETING														
ADVERTISING	5	23	20240	19795	*	*	*	6	66	21533	20815	*	*	*
BRAND/PRODUCT MANAGEMENT	4	56	24500	25978	*	*	*	17	181	25242	24918	*	*	*
BUYER/MERCHANDISING	5	76	24200	23642	*	*	*	35	379	25786	23542	28500	28000	21000
DISTRIBUTION	7	26	24551	23575	*	*	*	9	72	25206	25157	*	*	*
MARKET RESEARCH	+	29	+	22966				9	106	22609	24769	*	*	*
PURCHASING	4	30	24237	27757	*	*	*	6	62	25012	27736	*	*	*
SALES	36	490	24222	24838	32000	24500	17500	91	1570	25087	25205	33480	26000	17500
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	16	27000	23365	*	*	*	1	48	27000	21632	*	*	*
FINANC,TAXA, MONETARY POL	5	35	21519	23906	*	*	*	10	115	22242	23036	*	*	*
ECONOMIC PROGRAMS	3	12	21332	21793	*	*	*	7	29	20892	21751	*	*	*
LAW ENFORCEMENT	1	22	30040	23995	*	*	*	5	81	27568	23325	*	*	*
MILITARY	+	27	+	25370				7	82	21716	24240	*	*	*
NATIONAL SECURITY	+	4	+	23950				+	13	+	21877			
URBAN / REGIONAL PLANNING	+	19	+	26008				1	29	11440	23655	*	*	*
ENGINEERING														
BIOENGINEERING	1	18	29000	38784	*	*	*	1	27	29000	35064	*	*	*
DESIGN / CONSTRUCT	8	362	32338	31586	*	*	*	42	1239	29714	31005	36000	31550	22067
ENVIRONMENTAL/SANITATION	+	56	+	30002				14	217	27516	30725	*	*	*
MANUFACTURING/INDUSTRIAL	10	246	34754	32936	*	*	*	62	1226	33700	33731	37000	34200	31300
SYSTEMS / PROGRAMMING	5	82	33040	32731	*	*	*	28	323	32389	32363	36300	33000	28000
POWER SYSTEMS	3	73	33827	33273	*	*	*	17	304	31885	33228	*	*	*
SOFTWARE DESIGN & DEVELOP	3	95	32567	32293	*	*	*	39	301	34426	32687	38000	35000	31500
HARDWARE DESIGN & DEVELOP	+	64	+	35397				3	255	34624	34133	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	6	78	$34397	$34533	*	*	*	40	406	$31812	$34319	$38400	$34480	$24000
TESTING	2	57	33000	31390	*	*	*	8	202	26592	30889	*	*	*
PROCESS ENGINEERING	8	187	41015	37666	*	*	*	86	1259	37577	37659	39900	37500	36000
PROJECT ENGINEERING	11	265	33591	33406	*	*	*	65	1378	34545	33960	40500	35100	27332
OTHER ENGINEERING	61	502	34332	32941	$39500	$34200	$29519	227	1982	33018	32851	38004	33800	26252
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	8	+	25769				8	36	19438	23673	*	*	*
INDUSTRIAL HYGIENE	+	5	+	34000				+	10	+	29053			
MEDICAL TECHNOLOGY	+	12	+	25337				13	56	27410	24888	*	*	*
NURSES / PERSONAL CARE	6	141	33796	27482	*	*	*	162	386	32577	29486	38000	31000	30000
OCCUPATIONAL THERAPY	+	1	+	16500				25	39	29550	29291	34000	29000	27000
PHARMACIST	+	68	+	39537				4	125	38438	39389	*	*	*
PHYSICAL THERAPY	+	11	+	30987				+	35	+	29990			
RESPIRATORY THERAPY	+	+	+	+				+	5	+	32651			
OTHER HEALTH RELATED	1	14	23126	20119	*	*	*	68	137	30949	25753	40000	30000	23000
SOCIAL SERVICES														
ADMINISTRATION	1	11	21000	21636	*	*	*	9	45	15511	20452	*	*	*
COUNSELING	2	38	20500	17831	*	*	*	11	100	17200	17382	*	*	*
FUNDRAISING / DEVELOPMENT	+	7	+	21071				+	11	+	19840			
SOCIAL WORK	6	25	16780	17422	*	*	*	16	80	16542	17455	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	21	208	26456	28658	30500	28716	18640	70	784	27823	28762	33900	28010	18640
INFORMATION SYSTEMS	16	103	29206	29322	*	*	*	58	356	30596	29740	34800	31000	25000
SYSTEMS ANALYSIS & DESIGN	13	144	30109	31073	*	*	*	51	488	30880	30442	34800	32000	24600
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	2	20	27600	30605	*	*	*	9	70	31900	31759	*	*	*
AGRICULTURE/NAT'L RESOURC	+	34	+	20594				2	125	16000	21518	*	*	*
ARCHITECTURE	+	9	+	23200				+	19	+	25879			
CONSULTING	10	132	26659	28237	*	*	*	60	623	28098	29007	33700	30000	20800
HUMAN RESRCS /INDUS RELS	2	36	22700	23215	*	*	*	12	131	22270	23531	*	*	*
MANAGEMENT TRAINEE	21	610	22315	22633	25800	21000	20000	109	1961	24048	22726	30000	24000	19000
MATH/STATISTICIANS	6	27	26340	25778	*	*	*	16	60	23412	24606	*	*	*
PARALEGAL	4	23	20250	21967	*	*	*	4	48	20250	21251	*	*	*
RESEARCHERS NON-TECHNICAL	+	12	+	22016				3	25	24913	22326	*	*	*
RESEARCHERS - TECHNICAL	1	24	21000	24757	*	*	*	9	67	26999	27274	*	*	*
TEACHING	24	432	22447	19484	26500	23722	20000	82	955	20754	20027	26000	22000	12000
TOTALS	439	6590						2036	24279					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 6 SEPTEMBER 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	1	54	$30000	$29840	*	*	*	3	293	$29333	$30996	*	*	*
MBA--NON-TECH	+	198	+	35269				5	560	32757	35241	*	*	*
MBA--TECH	2	46	35000	37174	*	*	*	5	125	38679	38582	*	*	*
MS-BUSINESS	1	10	35000	31956	*	*	*	1	49	35000	40047	*	*	*
ECONOMICS & FINANCE (BANK	+	14	+	35174				+	249	+	41466			
HUMAN RESOURCES (INCL LAB	2	3	34500	36333	*	*	*	5	56	33380	38573	*	*	*
MANAGEMENT INFORMATION SY	+	4	+	38875				+	37	+	36150			
MARKETING/MKTNG MGT (RESE	+	7	+	36718				+	148	+	43182			
COMMUNICATIONS														
ADVERTISING	+	1	+	23000				+	5	+	31200			
COMMUNICATIONS	+	3	+	19067				+	11	+	26524			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	30338				+	17	+	24303			
ELEMENTARY EDUCATION	+	9	+	21410				10	38	25657	23657	*	*	*
PHYSICAL EDUCATION	+	+	+	+				1	7	16500	23286	*	*	*
READING EDUCATION	+	3	+	23167				+	4	+	25611			
SPECIAL EDUCATION	+	6	+	25021				+	20	+	24141			
HUMANITIES														
FOREIGN LANGUAGES	1	2	31000	38305	*	*	*	2	4	26000	27477	*	*	*
LETTERS	+	1	+	24000				+	8	+	25773			
VISUAL & PERFORMING ARTS	+	2	+	31900				1	7	21325	25432	*	*	*
HUMANITIES - OTHER	+	+	+	+				1	9	20004	32760	*	*	*
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	3	+	27333				+	4	+	26036			
PSYCHOLOGY	+	4	+	25000				+	16	+	23657			
SOCIOLOGY	+	1	+	28000				+	4	+	25200			
SOCIAL SCIENCES - OTHER	+	3	+	35800				+	16	+	31780			
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	9	35000	36629	*	*	*	1	24	35000	36195	*	*	*
AGRICULTURAL	+	1	+	36500				+	4	+	32225			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	4	+	32238			
CHEMICAL	3	27	44267	40721	*	*	*	14	95	41876	40457	*	*	*

continued

MAPA REGIONAL Report No. 6 SEPTEMBER 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	1	22	$40500	$32710	*	*	*	1	134	$40500	$34551	*	*	*
COMPUTER	+	4	+	34075				+	22	+	38348			
ELECTRICAL/ELECTRONIC	3	94	38933	39072	*	*	*	4	267	37073	38804	*	*	*
INDUSTRIAL	1	24	36000	34963	*	*	*	3	56	37300	36121	*	*	*
MECHANICAL	+	48	+	39002				8	213	36365	38114	*	*	*
METALLURGICAL	+	15	+	41005				2	39	37130	39105	*	*	*
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	1	3	36900	36675	*	*	*	2	10	36140	38086	*	*	*
PETROLEUM	+	7	+	41443				2	38	52020	43608	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	4	+	29250				+	13	+	28586			
HEALTH SCIENCES	+	6	+	25917				+	23	+	25901			
NURSING	+	1	+	23000				+	5	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	35810				1	9	20195	28702	*	*	*
ARCHITECTURAL & ENVIRONME	+	2	+	25150				+	3	+	26127			
BIOLOGICAL	+	4	+	20350				1	9	30000	22384	*	*	*
CHEMISTRY	1	5	36000	31403	*	*	*	1	18	36000	33575	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	3	23	38000	38990	*	*	*	7	160	38153	37894	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	18	+	36239				+	52	+	36824			
MATHEMATICS (INCL ACTUARI	3	16	34472	31023	*	*	*	3	34	34472	30061	*	*	*
PHYSICS	+	5	+	40000				1	8	22356	35207	*	*	*
POLYMER	+	+	+	+				2	2	34980	34980	*	*	*
TOTALS	24	716						87	2945					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/91 THROUGH 8/9/91

CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	95	+	$40066				+	279	+	$42877			
MBA--TECH	+	31	+	39415				+	102	+	45921			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	159	+	44642				2	459	$30500	47243	*	*	*
MBA--TECH	+	62	+	46447				+	223	+	51034			
OVER 4 YEARS														
MBA--NON-TECH	1	196	$45000	49644	*	*	*	22	603	41995	50412	$50000	$39000	$32000
MBA--TECH	+	83	+	55430				14	279	44836	54219	*	*	*
TOTALS	1	626						38	1945					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/91 THROUGH 8/9/91

CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	9	+	$57844				11	35	$60436	$58300	*	*	*
ECONOMICS	+	+	+	+				+	2	+	43000			
EDUCATION														
EDUCATION ADMINISTRATION	+	14	+	46280				+	25	+	43780			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	2	+	54000				+	5	+	43600			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	2	+	30400				1	11	44000	42409	*	*	*
SOCIOLOGY	+	1	+	40000				+	2	+	40000			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	7	+	55171				+	10	+	52428			
CHEMICAL	8	27	$53417	52654	*	*	*	27	102	53188	52992	$57000	$53014	$51996
CIVIL	+	4	+	45400				1	10	42000	43060	*	*	*
COMPUTER	+	5	+	58768				+	10	+	56584			
ELECTRICAL/ELECTRONIC	+	15	+	51613				11	44	59805	54612	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	1	4	52320	48879	*	*	*	1	16	52320	46866	*	*	*
METALLURGICAL	1	3	52320	52773	*	*	*	2	21	50910	49315	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	4	+	43638			
BIOLOGICAL	+	+	+	+				+	6	+	31800			
CHEMISTRY	+	18	+	45356				1	84	31116	47911	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	11	+	44588				+	21	+	48205			
MATHEMATICS	+	7	+	43429				+	13	+	41146			
PHYSICS	1	3	48000	41667	*	*	*	3	8	44100	39913	*	*	*
POLYMER	+	3	+	49167				1	9	39000	48667	*	*	*
TOTALS	11	135						59	442					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26911 285 35000/24000	27140 1		24344 8			23400 3	26600 8	
BUSINESS ADMIN (INCL MGMT	27667 3			27500 2	29333 3	37000 2	20000 1	25000 2	
ECONOM & FINANCE (BANKING	26920 11			25832 14	28900 5	24750 2	22250 2	28286 14	
MANAGEMENT INFO SYSTEMS	30313 8			27500 1		28000 4	30357 7	29786 14	
MARKETING/MARK MGMT (RESR				24000 2		21250 2	21367 6	23500 4	
COMMUNICATIONS	18000 1								
JOURNALISM						15600 1	21000 2	30000 1	
SPECIAL EDUCATION			35000 1						
LETTERS (incl English, Li				17500 1			28200 1		
HUMANITIES - OTHER								20000 1	
HISTORY								18000 1	
PSYCHOLOGY				32000 1				26900 1	
AEROSPACE & AERONAUTICAL	34000 1								25996 2
AGRICULTURAL									31000 1
ARCHITECTURAL								30380 8	29700 1
CHEMICAL						38400 1		35714 12	33047 4
CIVIL								29695 19	27996 1
COMPUTER							30985 4		
ELECTRICAL/ELECTRONIC	30000 1					31900 5	31290 2	32117 23 38000/29105	33333 3
INDUSTRIAL						34000 1			34500 1
MECHANICAL								33248 16	37180 8
ENGINEERING TECHNOLOGY	32000 1								28867 6
COMPUTER SCIENCE	29600 5				32000 1	33000 7	31448 8	28500 3	34000 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG		ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D		CONSULT SVCS		ENGINEERING /	
INFORMATION SCIENCES & SY	30000	6						28125	4	29893	7		
ARCHITECTURAL & ENVIRONME	26500	1								28600	1		
BIOLOGICAL												19600	1
GEOLOGY & GEOLOGICAL SCI												43200	1
MATHEMATICS								29280	5	27500	1		

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24000 1					25750 2			
BUSINESS ADMIN (INCL MGMT		22123 8	19833 6	24555 8		19802 31 24000/18000			
ECONOM & FINANCE (BANKING	25547 17	19500 2		23535 12		23422 9		26700 1	
HOTEL/RESTAURANT MGMT.		20671 3	20304 13						
HUMAN RSRCS (incl LABOR R				22500 1					
MANAGEMENT INFO SYSTEMS	22000 1	25000 2		19850 2		26929 8			
MARKETING/MARK MGMT (RESR	22750 4	22700 4	20550 2	23978 10		22393 67 31000/18000	42000 1		18000 1
REAL ESTATE				16000 1		22000 1			
ADVERTISING						26350 2			
COMMUNICATIONS		22000 2	18500 1			18171 7	21000 1		
JOURNALISM	18000 1					20760 5			
HUMAN ECOLOGY (HOME ECONO						20400 3			
TEXTILES & CLOTHING						20375 4	26000 1		
MERCHANDISING MANAGEMENT						18160 5			
HUMANITIES - OTHER						20600 1			
CRIMINAL JUSTICE								24352 2	
HISTORY						19000 2			
POLITICAL SCIENCE/GOVT	21000 1								
PSYCHOLOGY			21000 1	22500 1					
AGRICULTURAL						30375 4			
ARCHITECTURAL				25500 1					
BIOENGINEERING & BIOMEDIC						28500 1			
COMPUTER						30000 1			

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ELECTRICAL/ELECTRONIC						30120 . 1		26500 1	
INDUSTRIAL				23000 1					
ENGINEERING TECHNOLOGY				30375 4					
ANIMAL SCIENCES						22500 1			
COMPUTER SCIENCE						26400 2			
CHEMISTRY				31500 1					
PHYSICS		22000 1							

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			23000 2	27600 2	17625 2	19516 6	21486 4	22750 2	18000 1
BUSINESS ADMIN (INCL MGMT			17433 3		27033 3	20893 5		21500 2	
ECONOM & FINANCE (BANKING	24000 1			24000 2		21577 2			28000 1
MANAGEMENT INFO SYSTEMS	27000 1		25086 7	32150 4		17653 2			25000 1
MARKETING/MARK MGMT (RESR			18385 4	23500 1	21500 1	22767 3			20000 1
COMMUNICATIONS				25000 2					
JOURNALISM					16300 1				
ELEMENTARY EDUCATION					19682 68 26000/17000	21000 1			
PHYSICAL EDUCATION					21826 8				
SPECIAL EDUCATION					21635 8				
MERCHANDISING MANAGEMENT						23284 2			
FOREIGN LANGUAGES					21000 1				
LETTERS (incl English, Li			24000 1		21047 2	20200 1	18200 1		
VISUAL & PERFORMING ARTS					17400 2				
HUMANITIES - OTHER					18975 4	22000 1			
CRIMINAL JUSTICE							20000 1		
HISTORY						21500 2			
POLITICAL SCIENCE/GOVT						20200 1			
PSYCHOLOGY								16559 3	
SOCIAL SCIENCES-OTHER						21600 1			
AEROSPACE & AERONAUTICAL			33000 1			25585 10			
ARCHITECTURAL				34800 2			25200 2		
CHEMICAL		38280 1		28836 1	36200 1	31012 4	28077 3		

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
CIVIL			32128 5	33200 3		26827 5	27397 28 35040/24972		
COMPUTER			36000 1	30150 1					
ELECTRICAL/ELECTRONIC		33500 2	28000 1	31672 19		28807 9	30300 2		
INDUSTRIAL			30000 1	29100 2		26541 4			
MECHANICAL		35000 1		31354 7		23505 7	28750 1		
COMPUTER SCIENCE		33500 1	34800 1	29753 2		21823 5	23000 1	29000 1	27600 1
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY			27000 3						
ALLIED HEALTH					18300 1			27045 8	41600 1
HEALTH SCIENCES					23000 1			28000 1	
BIOLOGICAL					19206 2		18100 1		20000 1
GEOLOGY & GEOLOGICAL SCI						21600 1			
MATHEMATICS				33000 2	19100 3				
PHYSICS						25098 2			
OTHER PHYSICAL & EARTH SC					19747 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING	24000 1			24000 1	28668 1		26500 1	25000 1	22250 4
BUSINESS ADMIN (INCL MGMT				20000 1			17000 1		
ECONOM & FINANCE (BANKING								18500 1	
HUMAN RSRCS (incl LABOR R							17000 1		
MANAGEMENT INFO SYSTEMS					26000 1			29000 1	
MARKETING/MARK MGMT (RESR	35000 1						14400 1		24000 1
ADVERTISING								26100 1	
JOURNALISM	22000 1								
HUMAN ECOLOGY (HOME ECONO			17000 1						
PSYCHOLOGY			15000 1						
SOCIAL SCIENCES-OTHER			19000 1						
AEROSPACE & AERONAUTICAL					31338 8				
ARCHITECTURAL								31600 12	
CHEMICAL								40200 2	37527 115 43000/34800
CIVIL								29200 5	33050 4
ELECTRICAL/ELECTRONIC				30000 1	32876 13		35160 3	33288 9	36814 14
INDUSTRIAL					27700 1			31000 1	
MECHANICAL					29570 16		35260 5	33546 7	36573 55 39000/34800
PETROLEUM									41000 2
ENGINEERING TECHNOLOGY					31290 5			32475 8	
INDUSTRIAL TECHNOLOGY					29154 5			27450 2	
AGRIBUSINESS						27000 1			
OTHER AGRICULTURAL SCIENC						21875 4			

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
COMPUTER SCIENCE					31300 3				28800 1
ARCHITECTURAL & ENVIRONME								26400 1	
CHEMISTRY									28520 2

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	31000 3	26500 2			20000 1			22000 1	27182 69 30600/26000
BUSINESS ADMIN (INCL MGMT		25680 2	29000 3	28000 2					26650 4
ECONOM & FINANCE (BANKING	26200 5	27250 2	26333 3	30200 5					28320 38 39580/27000
HUMAN RSRCS (incl LABOR R				24500 1					
MANAGEMENT INFO SYSTEMS	28500 3	29738 8	32500 2						29808 48 36100/26400
MARKETING/MARK MGMT (RESR	23809 11	27000 1	24847 15	27100 5				22500 2	27218 9
COMMUNICATIONS									29600 1
JOURNALISM		28500 1	30000 1						
AEROSPACE & AERONAUTICAL	33030 2	30500 1							32930 5
AGRICULTURAL			30000 1						
ARCHITECTURAL									34609 12
CHEMICAL	35292 5	38300 4	37950 2	36500 2	36600 1		36510 2	38075 4	37834 174 55100/32500
CIVIL				26500 1					34517 33 42200/30000
COMPUTER	24000 1								33600 1
ELECTRICAL/ELECTRONIC	33518 66 42000/31000	33281 88 39528/30000	34900 4		34600 1			36350 4	35605 50 42200/32000
INDUSTRIAL		31800 1			28000 1		30600 1	30700 2	32461 5
MECHANICAL	33750 6	32894 22 39600/30000	36944 9	33480 2				34375 8	36189 210 54800/31800
NUCLEAR	32700 1								
PETROLEUM									37345 82 55000/31500
ENGINEERING TECHNOLOGY	29300 2	28500 2			33600 1			35000 1	32308 13
INDUSTRIAL TECHNOLOGY		32500 1							
COMPUTER SCIENCE	30583 7	31358 15							33498 43 38500/30600
INFORMATION SCIENCES & SY	29700 2							30000 1	30268 10

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ARCHITECTURAL & ENVIRONME									28800 1
BIOLOGICAL			20400 1						
CHEMISTRY				34000 1					
GEOLOGY & GEOLOGICAL SCI									35700 2
MATHEMATICS	23000 1								29867 3
PHYSICS									32000 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING						30600 1	
BUSINESS ADMIN (INCL MGMT						19827 3	24000 1
ECONOM & FINANCE (BANKING	12000 1					26667 3	26000 5
HOTEL/RESTAURANT MGMT.							28000 1
MANAGEMENT INFO SYSTEMS							31200 1
MARKETING/MARK MGMT (RESR	31100 2				19867 3	22821 4	23687 12
JOURNALISM						16640 1	
FOREIGN LANGUAGES							24000 1
LETTERS (incl English, Li						27600 1	
POLITICAL SCIENCE/GOVT						24500 2	
AEROSPACE & AERONAUTICAL						34020 4	
AGRICULTURAL						33200 3	32500 1
CHEMICAL	38600 1					36489 9	36650 4
CIVIL							29620 5
ELECTRICAL/ELECTRONIC			33400 2			31800 9	34433 6
INDUSTRIAL						34000 2	29002 2
MECHANICAL			31073 6	31500 1	24000 1	34267 21 42000/33000	30720 6
ENGINEERING TECHNOLOGY							26150 4
INDUSTRIAL TECHNOLOGY			31833 3				28500 1
OTHER AGRICULTURAL SCIENC							20500 2
COMPUTER SCIENCE	31000 1					28250 2	27600 1
INFORMATION SCIENCES & SY							27000 3
BIOLOGICAL							34008 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	28161 215 36300/24000	20300 4		24674 31 34000/17000	25333 10	22476 21 32500/16000	29043 14	28249 34 36000/24000	
BACHELOR - TECHNICAL	32000 1	15000 1	28000 1	27933 3		33547 17	30287 45 38000/22000	30145 46 42000/25200	30080 41 36780/26000

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	23288 36 41000/15000	19955 4	21805 19	26053 42 50000/21000	20250 4	23588 127 33000/18000	12000 1	23667 3	17870 4
BACHELOR - TECHNICAL	30000 4			31179 12		29656 9			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		22533 3	23455 12	24166 6	21284 72 40320/15700	21543 38 30000/20195	20491 13	18560 5	17737 7
BACHELOR - TECHNICAL		29000 1	31417 12	32122 33 40000/27332	22312 18	25671 89 35000/21023	24077 8	31756 242 55200/27144	30677 24 48000/21000

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	22150 4		16278 38 26000/11000	22000 2	25000 3	20800 2		29267 3	29788 17
BACHELOR - TECHNICAL					32053 16		32792 22 38000/31500	31436 10	35721 151 40400/32100

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25147 7	26699 19	23700 4	25001 4	25050 6	23000 2	28000 1	26960 5	29242 26 35700/27000
BACHELOR - TECHNICAL	33071 30 42000/28000	33634 94 39200/31000		33140 5	32168 40 36120/26820	35925 8	37500 1	35278 9	39099 66 56000/36000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	22125 4		25400 5	39600 2		26975 8	
BACHELOR - TECHNICAL	37500 2		31099 6	33658 8	30000 1	35113 37 42900/33600	

AVERAGE SALARY OFFERS — MAPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER — CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH								30000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				32172 2					
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									43000 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									40440 1
MBA--TECH		40000 1							40198 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH				36000 1			23000 1
MBA--TECH							

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	28214 203 36300/24200	24952 45 39000/19500	24069 3	31200 1	27000 1				23002 4
BUSINESS ADMIN (INCL MGMT	15600 1	21540 4	15167 3	25700 2					24323 7
ECONOM & FINANCE (BANKING	29357 7	24988 9	29875 4	27800 5	23000 1		18000 2	27000 1	26228 32 34000/21600
HUMAN RSRCS (incl LABOR R								18030 1	
MARKETING/MARK MGMT (RESR	14924 1							16800 1	
COMMUNICATIONS				12500 1					
FOREIGN LANGUAGES								25000 1	
HISTORY				23500 1					
POLITICAL SCIENCE/GOVT								32000 1	
PSYCHOLOGY		25000 1						22500 1	

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: .8330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
ACCOUNTING			38500 2						
BUSINESS ADMIN (INCL MGMT	33467 3	24667 3	23200 3					15236 1	
ECONOM & FINANCE (BANKING	28900 2	28158 5							36000 1
HUMAN RSRCS (incl LABOR R		23000 1							
MANAGEMENT INFO SYSTEMS		35000 1							
MARKETING/MARK MGMT (RESR		25000 1				19000 1	27500 1		
COMMUNICATIONS			24120 1		28000 1			15000 1	15000 1
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING					16000 1		23067 3		
FOREIGN LANGUAGES	25000 1	27000 1	18000 1						
LETTERS (incl English, Li	18000 1	26000 1						23350 2	
HUMANITIES - OTHER		30000 1						17500 1	
HISTORY		26000 1				18000 1			21000 1
POLITICAL SCIENCE/GOVT		28500 1							
PSYCHOLOGY			25756 2	19200 1				19000 1	
SOCIOLOGY		28000 1							
SOCIAL SCIENCES-OTHER			26000 1				18200 1		
ACTUARIAL		27000 1							

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING				11856 1					22387 4
BUSINESS ADMIN (INCL MGMT		22500 3	21000 5		15600 2	24162 2	21700 12		21023 1
DISTRIBUTION MANAGEMENT		35454 2		31000 2		21023 2			
ECONOM & FINANCE (BANKING		22000 1	28500 1			27600 1	24900 6		22767 3
HUMAN RSRCS (incl LABOR R							22000 1		
MANAGEMENT INFO SYSTEMS							25500 4		22500 1
MARKETING/MARK MGMT (RESR	21500 2	26697 7	27559 17	26000 3	24560 3		24055 29 34000/18000		
ADVERTISING	28000 1						18700 1		
COMMUNICATIONS	19600 2	25000 1			21600 1		27200 1		
JOURNALISM		21000 1							
TELECOMMUN/BROADCASTING							21600 1		
TEXTILES & CLOTHING			24000 3				22500 2		
MERCHANDISING MANAGEMENT		21000 1	20500 2				22000 1		
FOREIGN LANGUAGES				25000 1					
LETTERS (incl English, Li			26000 2		19000 1		18500 2		
HUMANITIES - OTHER	19000 1						28000 2		
HISTORY			21000 1				22000 1		
POLITICAL SCIENCE/GOVT		14820 1	29000 2	25000 1			25575 4		21050 1
PSYCHOLOGY					25000 1		23400 3		
SOCIOLOGY							18000 1		
SOCIAL SCIENCES-OTHER			28250 2	25000 1					
CHEMICAL							34500 2		
ELECTRICAL/ELECTRONIC							32750 2		

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
INDUSTRIAL						32100 1	31000 1		
MECHANICAL					33000 1		33412 5		
ENGINEERING TECHNOLOGY							29750 2		
AGRIBUSINESS							30000 1		
COMPUTER SCIENCE							16000 2		
HEALTH SCIENCES							30000 2		
CHEMISTRY							32473 3		
PHYSICS								27000 1	

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT	15973 1				11440 1				
ECONOM & FINANCE (BANKING	22517 4								
FOREIGN LANGUAGES			16644 1						
CRIMINAL JUSTICE	19200 1	28960 4							
HISTORY			23000 1						
POLITICAL SCIENCE/GOVT	21000 1								
PSYCHOLOGY			22000 1						
SOCIAL SCIENCES-OTHER		22000 1	22000 1					13520 1	
AEROSPACE & AERONAUTICAL									26000 1
ARCHITECTURAL							36000 1		
CHEMICAL							36640 2	35500 3	39000 2
CIVIL							29268 16	29340 5	32400 2
COMPUTER									34200 2
ELECTRICAL/ELECTRONIC							35060 5		34974 10
INDUSTRIAL									34195 11
MECHANICAL							33190 10	26500 1	34237 31 37500/32400
ENGINEERING TECHNOLOGY							19714 7	23000 2	21667 3
NATURAL RESOURCES								23000 2	
BIOLOGICAL						29000 1			
CHEMISTRY			25860 2						
GEOLOGY & GEOLOGICAL SCI			16650 1						
PHYSICS							25200 1		

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	25000 1								29050 6
ECONOM & FINANCE (BANKING							37500 1		
MANAGEMENT INFO SYSTEMS	30000 1								
MARKETING/MARK MGMT (RESR									19000 1
PSYCHOLOGY			36333 3						
AEROSPACE & AERONAUTICAL					26252 1	32000 1		27332 1	26252 1
CHEMICAL					36610 16		37744 79 56000/36500	39229 14	36272 33 45800/31070
CIVIL		33000 1						27292 6	29031 14
COMPUTER	34358 8		33797 10	34000 1	26254 2				34411 7
ELECTRICAL/ELECTRONIC	32370 9	32799 10	33013 3	31872 1	29159 13			33904 17	32276 52 39200/27500
INDUSTRIAL		32220 1				26252 1	33000 1	27400 2	31601 15
MECHANICAL	34500 2	31154 3			29355 3	29600 3	36260 3	34649 19	33789 62 40680/30000
METALLURGICAL									32767 17
MINING (INCL GEOLOGICAL)								33030 2	30000 2
NUCLEAR		35380 1							
PETROLEUM								40590 2	38760 5
ENGINEERING TECHNOLOGY	28200 2	20000 1		38000 1	19500 1		37500 1	34200 2	29060 5
COMPUTER SCIENCE	32875 4		34691 20 42000/32000						35633 3
INFORMATION SCIENCES & SY									32000 1
BIOLOGICAL					24000 1	14000 1			
CHEMISTRY					29000 1	25840 2	33000 1		21000 1
GEOLOGY & GEOLOGICAL SCI									35000 1
MATHEMATICS	28800 1		34267 3						

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
PHYSICS					33272 1				33000 1
OTHER PHYSICAL & EARTH SC					35040 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991- MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING						26550 1			
BUSINESS ADMIN (INCL MGMT	17433 3								
ECONOM & FINANCE (BANKING									23126 1
MARKETING/MARK MGMT (RESR	24000 1								
SPECIAL EDUCATION									19050 2
HUMANITIES - OTHER	18200 1								
SOCIAL SCIENCES-OTHER									13000 1
AGRIBUSINESS	21000 1								
ALLIED HEALTH	22000 1		27410 13		29615 24 35000/27000				31752 60 48000/25000
HEALTH SCIENCES					28000 1				23333 .3
NURSING				32577 162 51000/30000					55200 1
PHARMACY						42400 3			
CHEMISTRY	18000 1								

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						30000 1			
BUSINESS ADMIN (INCL MGMT					26600 3	30143 7			
ECONOM & FINANCE (BANKING					30500 1	28347 4			
MANAGEMENT INFO SYSTEMS					20100 3	30245 11	25000 1		
MARKETING/MARK MGMT (RESR					18640 1				
COMMUNICATIONS		12000 1							
ELEMENTARY EDUCATION	18100 1			10000 1					
PRE-ELEMENTARY EDUCATION	10500 2			15496 1					
SPECIAL EDUCATION		17000 1							
LETTERS (incl English, Li					14000 1		30000 1		
VISUAL & PERFORMING ARTS					13000 1				
HUMANITIES - OTHER	15000 1			22000 1					
CRIMINAL JUSTICE				17900 2					
HISTORY							25000 1		
POLITICAL SCIENCE/GOVT	21000 1					20000 1			
PSYCHOLOGY		18383 6		14000 4					
SOCIOLOGY	14000 1	17200 1		16200 1					
SOCIAL SCIENCES-OTHER	19000 2	16350 2		18197 6			24000 1		
COMPUTER					33840 1	32500 2	33000 1		
ELECTRICAL/ELECTRONIC						30000 1	32000 1		
PETROLEUM							40000 1		
ENGINEERING TECHNOLOGY							24440 1		
NATURAL RESOURCES									20000 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
COMPUTER SCIENCE					29160 55 42900/24900	33058 12	32006 25 44700/25900		
COMPUTER PROGRAMMING					26000 1	29000 1			
INFORMATION SCIENCES & SY					22567 3	30378 18	30642 16		
SYSTEMS ANALYSIS							26000 1		
HEALTH SCIENCES	12500 1								
ACTUARIAL								25950 1	
BIOLOGICAL									12000 1
MATHEMATICS							25000 1	32644 8	

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		30000 3		22500 3					
BUSINESS ADMIN (INCL MGMT		29532 17	21833 3	24516 36 33000/20000	21023 1		27150 1		
DISTRIBUTION MANAGEMENT				24000 1					
ECONOM & FINANCE (BANKING		26644 8		24850 12	21023 2	22000 1	30000 1		
HOTEL/RESTAURANT MGMT.				23208 12					
HUMAN RSRCS (incl LABOR R			23850 4						
MARKETING/MARK MGMT (RESR		31000 1	21000 1	20950 4	24070 1				
COMMUNICATIONS				24000 2					
JOURNALISM		20800 1							22000 1
TELECOMMUN/BROADCASTING			20000 1						
ELEMENTARY EDUCATION									20852 24 29300/15700
PRE-ELEMENTARY EDUCATION		10000 1		24000 1					12342 9
SPECIAL EDUCATION									23491 15
TEXTILES & CLOTHING				23500 6					
FOREIGN LANGUAGES				18000 2					23770 3
LETTERS (incl English, Li		12000 1		21500 2					23000 3
VISUAL & PERFORMING ARTS									21910 4
HUMANITIES - OTHER		20800 1		22833 3					
CRIMINAL JUSTICE				23600 2					
HISTORY		30000 1		19500 2		20000 1			20000 2
POLITICAL SCIENCE/GOVT			25000 1	19504 3		24000 1			
PSYCHOLOGY			12000 1	23167 3	16973 1		17589 1		20457 7
SOCIOLOGY		18000 1		23000 4		15000 1			24389 3

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
SOCIAL SCIENCES-OTHER				21000 1					
AGRICULTURAL				23270 1					
CHEMICAL		18780 1							
CIVIL		29000 2							
ELECTRICAL/ELECTRONIC		30492 1		34100 2					
INDUSTRIAL		30846 2		29850 2					
MECHANICAL		31800 3		33360 1					
METALLURGICAL				33420 1					
ENGINEERING TECHNOLOGY			28340 1						21880 2
COMPUTER SCIENCE		28970 10							
INFORMATION SCIENCES & SY		33000 3							
NURSING				30000 1					
BIOLOGICAL				21000 1				24750 2	11440 1
CHEMISTRY								29163 4	18667 3
MATHEMATICS		28333 3		30000 1	24589 11				22250 2
PHYSICS								25613 3	24972 2
OTHER PHYSICAL & EARTH SC									26000 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28130 212 36300/24000	24727 59 39000/18000	23721 10	25760 10	25000 2		18000 2	23555 6	25618 43 34000/21000
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	28743 7	27252 17	26623 10	19200 1	22000 2	18500 2	22980 5	18906 6	21900 4
BACHELOR - TECHNICAL		27000 1							

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	21533 6	25242 17	25786 35 30000/21000	25206 9	21310 8	23594 5	23541 71 36000/16800		22242 10
BACHELOR - TECHNICAL					33000 1	32100 1	30574 20 38800/20000	27000 1	

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	20892 7	27568 5	20911 4		11440 1			13520 1	
BACHELOR - TECHNICAL			22790 3			29000 1	29714 42 40000/22067	28592 13	33700 62 40500/31300

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	27500 2		36333 3				37500 1		
BACHELOR - TECHNICAL	32765 26 38200/28800	31885 17	34268 36 42000/31500	34624 3	31812 40 40600/24000	26592 8	37577 85 56000/36000	34545 65 45000/27332	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	18900 5					26550 1			
BACHELOR - TECHNICAL	20333 3		27410 13	32577 162 51000/30000	29550 25 35000/27000	42400 3			

AVERAGE SALARY OFFERS SEPTEMBER 1991 MAPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	15888 8	17200 11		16542 16	21624 10	29462 24 35700/25000	26000 4		
BACHELOR - TECHNICAL	12500 1				28856 60 42900/22000	31397 34 39200/26700	31295 47 44700/24600	31900 9	16000 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27080 35 36000/20800	21718 11	23457 99 33000/18000	20822 5	20250 4	24913 3		20707 71 40320/12000
BACHELOR - TECHNICAL		29523 25 34000/27000	28340 1	29895 10	24589 11			26999 9	21058 11